

Message Text

UNCLASSIFIED

PAGE 01 OSAKA 00608 120320Z

22

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
----- 073836

R 120248Z MAY 76
FM AMCONSUL OSAKA KOBE
TO USDOC WASHDC
INFO SECSTATE WASHDC 2411
AMEMBASSY TOKYO

UNCLAS OSAKA KOBE 0608

E.O. 11652: N/A

TAGS: BEXP, BTRA, JA

SUBJECT: FOREIGN BUYER VDOGRAM: INTERNATIONAL COUNCIL OF SHOPPING
CENTERS - JUSCO GROUP

REF: OSAKA-KOBE 0568

1. JUSCO GROUP TOTALING 21 INCLUDED MOST OF COMPANY'S
DECISION MAKERS. BESIDES VICE PRES./GEN MGR FUTAGI,
MR. HEIHACHI UEDA, DIRECTOR, MANAGEMENT CONTROL DIVISION,
MR. MASARU TANIGUCHI, DIRECTOR, OFFICE OF PRESIDENT, MR.
KENJI KANEGAMI, MANAGER BUSINESS DEPARTMENT,
AND FOUR OTHER MANAGERS OF DEPARTMENTS WILL JOIN GROUP.

2. 6 OR 7 OF THESE GENTLEMEN WOULD LIKE TO VISIT WASHINGTON
ON THURSDAY MAY 27 OR FRIDAY MAY 28. IF POSSIBLE WOULD
APPRECIATE COMMERCE BRIEFING ON U.S. ECONOMY AND RETAILING
IN U.S. THEY ARE PARTICULARLY INTERESTED IN NEW RETAILING
TECHNIQUES, TRENDS IN RETAILING AND AMERICAN RETAILERS
WANTING A PARTNER TO ENTER JAPANESE MARKET. JUSCO
HAS DEPENDED ON TRADING COMPANIES IN PAST FOR THIS
INFORMATION. TRANSLATOR WILL ACCOMPANY GROUP.
ACTION REQUESTED: PLEASE ADVISE IF THIS TYPE BRIEFING
POSSIBLE. GROUP LEAVING JAPAN ON MAY 23.

COMMENT: NUMBER AND LEVEL OF JUSCO EXECUTIVES MAY INDICATE
TRIP MORE IMPORTANT TO JUSCO THAN THEY HAVE SO FAR TOLD US.
(THEY CAN HOLD BOARD MEETING IN US) COMPANY ALSO APPEARS
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TO BE INTERESTED IN FLOATING INTERNATIONAL BOND ISSUE.

PURPOSE MAY BE TO ESTABLISH RELATIONSHIP WITH US DEPARTMENT
STORE OR SUPERMARKET CHAIN SIMILAR TO DAIEI'S RELATIONSHIP
WITH PENNYS.
AINSWORTH

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NNN

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